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Features





From The Editor

A moment in history



But as he network and rathless? Assessment



Newsroom Notes:

Shared memory Three Quebecers-National Affairs leader Dacwi Johnson in Quebec City.

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Late-breaking news Number to your interesting report on the

news," Media, March 25, we would add a small postscript. In addition to Newworld

Opposition to MAI

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777 Box Sr. Toronto Dee MIW LAT

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In the March 9, 1998, edition Muchini's prometty destified the head



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Will Jean Charest take on Lucien Bouchard?

BY BRUCE WALLACE

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MACHAN SWAMON TO 1998 1

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BY ANTHONY WE SON SMITH



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'With Jean Charest, everything is possible'

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CANADA



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CANADA

'Peekaboo' politics

The Nova Scotia campaign is short on fireworks

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A looked report by the Common fisheren

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WORLD YUGOSLAVIA

Terror in Kosovo

Serb assaults touch off an ethnic powder keg

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stroy popular support for the KLA rebels, the savir, however, did not seem to be insteams 250 U.S. troops-and one Canadian-form. where Serbs and Albanians straight never. GRY DENMONE in Princip





hat do foam Walk-a-Pets, firefighting equipment, industrial cooling systems, interactive educational software and TELEtranslators have in common! They are all products of smaller Canadian companies that are finding new buyers in Latin America — thanks in Small Bart to the latest Fam Canada trude mission.

For many competens, the benefits of participating in lensary's Trans Canad-1998 trade mission to Menkes, Brant, Argentina and Chele were dramatic. Wissorts-based TCO Competencestons Corporation, a overpany employing only 15 people, signed two data.

"Latin Acceptant here great expect for their political lenders," ann TGC Documentariant EDD John Groyson "So when their see as with political leaders from their country, they're very empreased Hessing our leaders standing on stage with us, as one seeffed group,

"It saved us maybe us to more contains of confidence building," Grapson while For this small company, that political

per trus areas company, real posterior presence hidped to seed deals to supply both frust and Messaco with \$0,000 TLLE translaters, devices that supercentrally provide Spanish substitute for English mevics and olivoscous shows.

unpecodented access to potential bupers. Philip Discusors never dressed that eight peace after emigrating from Poland with

"This is peally hig for me," he says. It reasons that I am accepted by my peer and colleagues. Anywhere that I'd have to know sogreous to be part of namething like then that in Canado, if you work hand and if you're good at what was the wor non macrost.

made the top to develop new contacts, and that's metrely what be did.

"This is a long-term process for us, and we've got several theirs in the words, for the process of the several their process, and their process, and think they correct through, and I think they work, we'll be kinging about 50 people took or Octavediles." That's close to a 70% increase in employees for the Now.

Team Canada: unprecedented access to potential buyers

Opening the DOORS

een Canada trade numicous see the most visible and high-geofile doplays of government and business working together to just Canada's name nias, they mean new constants and increased sales. For Canada they mean new constants and increased sales. For

issada, they mean enere jobs. stan America is in citacing and lengely unitep well and recours-sized Camelian businesses

20-15 years.
"Basic the early 1966s, we've seen most of the trade, and a lot of investment, go to Asia," any Thérnolt. "So now we're looking at Lota America, which is a bugp proposition areket

Significant scenerale referres, privationism and deregolation taking place in lates America offer Canadam companies a wealth of new apprenticelyse Canada across) benefits freefee trade apprentiate with Mexico and Chale and stands to gain greater access to other Lutil American markets in talka programs to conte a Free Table Arts of the America.

The four countries waterd on the Trace Genedic trade crasses represent \$3.5 killion on Carnadian exports and \$30 killion in seventeens). Over the last seven years, they have recled error the \$3 fasters greening inspectives in the world. Aggressian is at the tay of the last with a \$4% increase on improve, followed:



howers of wood and democra of series," says faster largue, seemer Carafain under consequence in Augment. And work some austable exceptions, primary-resource producers sell level to describe the reads of Carafains by business. "When you look at the sensil business sector, however," Harper adds, "which is largue, governing faster, and creating.

Small is BIG



Thu made for a different, more here atmosphere than that of privious moses. It means a much water enage products and services to present as the different parties and contract segme and committees to co-ordinate.

For International Trade Measurer Surper Marchs, the mission perfectly disastrates the government's trade strategy. "It's the smaller companies that can really beau-



there any of outlined technicalized that participated in Tree Guards 1996, while preferred restrictances and rise programs representation of SE2 outline contents to Review. rement's help in much in the smaller nes do it's the little occupany that meliss the most from the notionages at political leaders on provide." Dead's Beggren of Scarberough-based EMC Chillius forters for amore

"When you're part of Trans Cinada, protestial connects took at you as a big player. And if you're seen as a big player then you are one it past gives us the opportunity to prove that we can delived. That opportunity is might seemed the correct for Bergeren and his it implayees, while on the essential to appeal there memorehab of understanding and one appears provener valued at about \$1.50 kmiller, as well as a con-





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Team Canada fosters TEAMWORK

he benefits from Team Canada are more than just contacts abroad. The trade mission also helped to build new business relationships among Canadian companies.

"People who are together for two works do a lot of husiness arroung themselves," any Prince Minister lens Cheftien "byte have a person from Enterior Canada on the plaza with nonemon from the What, and they start to this." What do you do? "Build predictioned houses "What about you?" (the, I have in New Paramarchis and I manufacture windows." By the cod of the trup the house sold by the person from

That's exactly what happened with IRE Treas is on the 1 decrease of Carlon Group Learning of the Judic and the Northern Carlon for Advanced Themsdopy in Concles (1) and the Carlon C

This accuracy was appeared or thereby downs or focusions throughout the course of the mission. For mission, above, we abunde measures one presistion of wideling international face of Apple 2.4th, but wave made upon the thin appear on first factors are the massive, in the begree of developings a subtratement owners, in Laura American for his stretch-ownerpring matches. After signing a 1.1 Audilian agreement on spiral a feature before—a name that will never 16 percy their in Lauran Merselling of their before a name that will never 16 percy their in Lauran Merselling at a feature before a name that will never 16 percy their in Lauran Merselling at a feature before the spiral production of their three contradictions on Chest. They wanted Walfred Lauran Lauran Merselling and their three contradictions on Chest. They wanted Walfred Lauran Lauran Merselling and their three contradictions on Chest. They wanted Walfred Lauran Merselling and their contradictions of the Chest and their Talle 16th and the Chest and the Chest and their Chest and their contradictions of the Chest and their three chest and their contradictions of t

"Talk and of the state of the s

op Lake (left) of the Northern Leater for detained Technology (see, Sudface) men fixers follow at EE Store. Note for (A. Juhr) or the Trans Canada hater sections shid have agreed as him producted deat in Chir.





reading hear only about all the deals moved on the releases, and that

emphasis, my study of the business termbers, can lead to a false trapsion. It seems almost too easy—merchy a matter of showing up and significant property.

The truth is that a lot of hard work nore into madding these trips successful.

"Don't shink that past become you've part of Born Canada, bearins in going to fall into your logi" says less Howered of Bools Ockie Canada Shinking Worldwise and Laborated Shinking Worldwise Worldwise Laborated Shinking Worldwise Howered Shinking Worldwise you Golows It's a Bentatic advantage to have the Proper Members and the pressure on your sadds, but they and you still have been and don't be worldwise and the pressure on your sadds, but they and you still have been and don't be worked.

In other words, you've got to do your homework. As a three-time Town Canada trade raisoon purticipant and successful syperies. Broce Foundably of Buyly Consumationisms Inc. on Assa has this advice for new experient.

make them pur off.

"Start by activerizing in Cranda Talk to or great with expensescal experients that do harmon my our legget courter. These harmoning our legget courter, Talke lamoviledge and expensesce on help you aroud occasion getfalk or costly ventures. There can gree we as feel for how harmonic in does in that courte

Theses McKellar of St. John Enterprises in Ottoms offers additional obvice. "You need to be aware of the make before you can resp the benefits of experting she says," "What's good about these trade precisions is that too're roller with other benefits set that he already doas to set of the same of the programment of the already doas to set of the same of the programment of the already doas to set of the same of the programment of the already doas to set of the same of the sa

May accused. So you learn by being with each other?"

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Chilera demonstration of his products, and rigation a scholarship





Another side of EXPORTS

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Education provident signed a record 60 business desir has will set up makent, facility and tabulately enclurages with lass American colleges and interesting said that will present Caradian institutions to Latin American conductor. Receipt valueties pay up to \$10,000 a year or institution in the American conductor. Receipt because a cent-efficient wey for Caradian to make their or Configuration uncertainty. Conversation, time, was inframented as promoting admittant presented in the order Caradia's School-Rel programs riginal ass appropriate to present the use of infram-

For the first turn, Titzer Canada 1998 included the Canadam Association for Creamenty Living (CACLL), a leading advances of programs and services that integrate precons with disabilities area associates society. According to CACLL encountry vice-precident Diazer Highler, there is a big resident

contring to CACCA electricity vice professors around resource, many to a nig tensor of these services on Laten American. "Shut as other companies are trying to market be uniqueness of their products and services, we're trying to market the uniqueness of the waterstay sector."

dry signed agreements with Latin between such the present the resident of an interestinal land man underside, delibed bedgester 1998 these self-resonant colors and between the

> International Sude Nation Vergin Harvisages the Canadian Education Craice In Markov Cip, these reason is passessible of the Properties of Education of Education International Designation (Canadian International Development Opening and Collecting and Innelpolita Canadia was speed in all Date consister.





A deep creates design company of the resemble, well Advertising the begins office the concept of pondering TV communication in Canada to intermitional customers about there pears ago

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Team Canada solved the problem

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you see Canadan congram, aroun, count people and production crows.

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Right Place at the RIGHT TIME

reparation page off, but comeferes it still correct down to being in the right place at the apple time, ready to take advantage of secure-cited copportunities

Take the example of Philip Nelson, president of Barbugger's Canadian Acceptor Group Lid Nelson had set up an attroductory meeting with a complex on Brook, but much to his susprise, the community and although board about Canadian Aerospace Group because of its participation on the trade mission.

"They coiled as these big players and we made the deal right where and these," he writes: A visidar incompany deal had

her and if hilpstraft

hippened days either in Massex, when Nelson agned a deal with a local author As a result of these two sales, Canadiaz Assuspace George expects to later at Taxary as 300 easy remotiners by Arvel.

The Bottom Line: more exporters, MORE DEALS

parameter Mary 10 Commed.

and accomplished at in a market that

Carandan business. Notably, over 90%.



Team Canada 1998: 306 deals worth \$1.78 billion

oth 306 mgs.mgs, Team Canada "With trade, the challenge for Carada is to descrife," area the Prime Minister, "It's like building as \$250 Year doo's mission for that master - with a soral the manner was have in a caper of differin one area, you're still norming recessy.

from year other sevestments whale you wait for conditions to largeove Canadiana

be Argentine, a charge for \$100,000 was prevaied to Prince Minister Charles, who accepted it on behalf

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Canada

Whose Iran caper? Taylor defends his role

in the hostage rescue en Taylor got some good news last

WORLD

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World NOTES

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The U.S. House of Representatives

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AUCKLAND IN DARKNESS

A NOT SO GREAT LAKE

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Helms hits Canadian sex tourists in Cuba Powerfalright wing U.S. Sensor Jesse Helms issued a scathing report according County

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A hard line on software

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TO OPENS U.S. BANK

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TYPICAL OUT OF TOWN

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Jean Charest switches parties, goes provincial and,

Well, maybe not quan that sample. cided to bang in for one main mand. A ranso

Writing off that possibility would give Past policies on federal standards for secondary education and free trade within Canada are no-nos in Quebec

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washing of state for weath forest within the second forest was 28 and. Clark, who couldn't set the world on the except to received. When he was one of only two MPs elected in the Segre-suber, 1960.

tough, especially on the subsect of the Prime Minister "If Chrelies American Charest set agasther Mission Irrocomblemay be rolling too much. Why not switch to the considere whom the separations.

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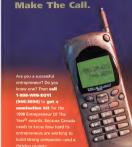
Pressure from the TME and local politicians, has because about

Inefficient and ultimately could lead to more openness, more democracy and

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ficturer. President Subarro, was plotting with furnity and friends the correction because they result in the removal of inefficient econorms managem and, sometimen current politicism. Take the case Never corol that the coother lade turned out to be a complete



BI ERNST & YOUNG

Deadline for entries: May 4, 1998





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Wear a Grateful Dead T-short or one of those Resta tea-copy hads



over federal Tory cobinet manister Rushara McDougall's, or Dog.





Micro-managing Ontario's classrooms Ontage school boards are broomy for the approach segment to each it much more off togetherwised forcesses that work on their appropriate plan.

have absence and they greend to put dollars. 25 per creet of its workdores—LINO employ into the classersors, observes Carela Laux. eco-were green refers that they soles teight

Preference for private schools Owershing their own party and even their own leader, Conservative backbenchers in Afterta have pushed the provincial government to increase the public familing of

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The new girls on the block

hen the Bellish non-group All Saints - come regulars in Nucerrher, 1997, it quickly shot to

Pile. it was resorted that he was to

restly in the Top 30 on Conadian charts, All





Whell happens when Considers TV's King, get secleded by the constroncy. It's all about of Standard is Streeted with borners of that transport shifts grown." If they sed inverse show the gets torgue. The prime time concetest is correctly ted. "You think these easy tago up on store, withing another TV news subve. More Team.

I fraulty the pull between tooks and within one individual. The star centre

Materie Appletos

players don't care about these things."

MACIENTE/MARCH IS 1997 83



Early players used melted cannonballs

The turbuil artifacts, however, are from Scraland, where the oldes howers stock was down with the year SSII corned in the side Southin selfers and solders who had so wed under Get. Jones Walds brought the games to Canada areas all 7100. When they could not yet all the stock provided canacorballs (Golden's in Stacker played with "note," in they were collect, up on the the Stacker played with "note," in they were collect, up on the British Stacker played with "note," in they were collect, up on the British Stacker played with "note," in they were collect, up on the British Stacker played with "note," in they were collect, up on the British Stacker played with "note," in they were collect, up on the stacker in the stacker played with "note," in the year of the stacker in the stacker played with the stacker in the stacker played with the

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To 1974, Shorty Jankson found has firsh workand his lift's passess for way aring in the Cotarso meets: champsomiting in Toronto and thought the on conditions were deplicated. Air what properties using Part Senson, bottom, 101

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ed cannonballs

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At the Gallowsy Garling Clablegals know how to 'allow the harm'

who now lives in Kingston, Ont liveth his wife, Jo-

had to ago up the reveal agentsors and sobeholden anterchiere. That TOOK PREVIOUS or Custo-Marrays tops the ES Serificos graphic was north in "Carling in a carlARTINIO NOLNES in sleeping global," In 1979 "Advertisers already have plenty of agricus. For Simples.

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IN CURLING'S HEARTLAND

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her after as Davena. Dave Miller, 46, when because instruction town.

embedded in the fidenc of small town life. In Sastotche von, then

nother, non certain in the eath sport where what you do for a be-

The sport is deeply embedded in the fabric of rural life

thing-a loss of the sport." But carlers also share something else-respect for each other The same's efficient degrands shiftly between concesses And form applicat great shorts on both sides. "After curfur, encrease cours to hockey, towes can really hate each other If you're the crise or inside the loss low-relieved risk Miller survey. "Dethe level cuft hormor the feelings are no strong." There is no







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WHO sits on findings



Lesbians and genes

Cholesterol doubts The link between high blood challederal toyels gold heart dearess does not suitable

tron's claim that the promoce as facing a health-care cours. Extra Columbia, he added, has the laghest-and decises and the most decises per cepita in Caracta.

Space Lunar life support

Water on the moon could encourage colonization

have been able to extract. We are certain

sibility, as another NASA official partit, "of "Tris a buy jump to go from saying there may

long unwanted space

the moon are very convenient. The water we are covered in the periodical countries of the mass are very convenient the water summary on a supercondit." declared Asia Barder, charles on a probably them." And John Colour La and probably on a

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Hospitals in Mostreel struggled with mossy on braits over The first of three unhedeled one-day strikes by E.C. doctors proced unaveilbility, with boquitels reporting rose of the anticipated acts demand an emergency roses. sanuces. The dictors planned to close their affices again no Harch 16 and 21 to processes the processes to second more money as beauty care. The E.C. Markettl as 24 days to make an a hardest shoutfull of at feast \$22 million in the next fished near. "This gystem is creatible a " said essectation createst fir, firenew deers.

Books The gulag warrior of words Solzhenitsyn's amazing life reflects the tumult of Russia

BY DIANE TURBIDE crosses that had ruled the Sovi-



The writer with removed wife. Matabas, or 1680, with eation to write and per mublished. Only by that fed his fellow citizens' hunger for the

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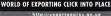
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